

# Naples Area Market Report



## March 2021

Records were broken in March, but “don’t call Guinness just yet!” say broker analysts reviewing the March 2021 Market Report, released by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island). The group’s analysis of activity last month confirmed that March broke records; but celebrations to commemorate the month’s record high statistics should be postponed because these broker analysts also agree that our market is probably not done breaking records for the year.

According to the report, March’s historic activity included 1,851 closed sales, \$1,582,474,997 in total sales volume, and 60,147 showing appointments. This makes March 2021 the highest performing month on record over the last 13 years (the span of time NABOR® has tracked key metrics reflecting the area’s housing market activity).

March was also the first month in several years where there were more reported price increases than decreases. Median closed prices in March increased 12.2 percent to \$415,000 (the highest median price increase month/month on record since 2008) from \$370,000 in March 2020. Most of the high appreciation driving median and average closed prices up in recent months has been in the \$2 million and over market.

In March 2021, there were just 1,819 homes in inventory (the lowest it has been since 2014), which was a 73.2 percent decrease from 6,795 homes in inventory in March 2020. Depletion of inventory is not due to a lack of sellers, as new listings have been steady over the past several years. In March, new listings increased 32.5 percent to 1,670 new listings from 1,260 new listings in March 2020.

Pending sales (homes under contract) activity in March also broke records, as seen in the 152.7 percent spike to 2,469 pending listings from 977 pending listings in March 2020. However, broker analysts were quick to remind each other that a high number of sales during the second half of the month last year were lost as we were in a pandemic lockdown. Despite last March’s COVID-19-related market anomaly, this March’s pending sales still eclipsed pending sales activity reported in any March over the last eight years.

## Quick Facts

**+ 57.3%**

Change in  
Total Sales  
All Properties

**+ 67.7%**

Price Range With the  
Strongest Sales:  
\$2,000,001 and Above

**+ 12.2%**

Change in  
Median Closed Price  
All Properties

**+ 42.7**

Bedroom Count With  
Strongest Sales:  
4 Bedrooms or More

**- 73.2%**

Change in  
Homes for Sale  
All Properties

**+ 29.2**

Property Type With  
Strongest Sales:  
Condo

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# Overall Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	3-2020	3-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		1,260	<b>1,670</b>	+ 32.5%	4,762	<b>4,754</b>	- 0.2%
<b>Total Sales</b>		1,177	<b>1,851</b>	+ 57.3%	2,725	<b>4,305</b>	+ 58.0%
<b>Days on Market Until Sale</b>		97	<b>67</b>	- 30.9%	99	<b>72</b>	- 27.3%
<b>Median Closed Price</b>		\$370,000	<b>\$415,000</b>	+ 12.2%	\$353,000	<b>\$405,000</b>	+ 14.7%
<b>Average Closed Price</b>		\$717,682	<b>\$846,582</b>	+ 18.0%	\$682,561	<b>\$813,375</b>	+ 19.2%
<b>Percent of List Price Received</b>		95.9%	<b>97.6%</b>	+ 1.8%	95.6%	<b>97.1%</b>	+ 1.6%
<b>Pending Listings</b>		<b>977</b>	<b>2,469</b>	+ 152.7%	<b>3,862</b>	<b>6,978</b>	+ 80.7%
<b>Inventory of Homes for Sale</b>		6,795	<b>1,819</b>	- 73.2%	—	—	—
<b>Months Supply of Inventory</b>		7.5	<b>1.6</b>	- 78.7%	—	—	—

# Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.



Key Metrics	Historical Sparkbars	3-2020	3-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		626	<b>812</b>	+ 29.7%	2,331	<b>2,303</b>	- 1.2%
<b>Total Sales</b>		582	<b>830</b>	+ 42.6%	1,343	<b>1,918</b>	+ 42.8%
<b>Days on Market Until Sale</b>		98	<b>61</b>	- 37.8%	102	<b>67</b>	- 34.3%
<b>Median Closed Price</b>		\$460,000	<b>\$581,030</b>	+ 26.3%	\$440,000	<b>\$550,000</b>	+ 25.0%
<b>Average Closed Price</b>		\$925,088	<b>\$1,228,110</b>	+ 32.8%	\$872,549	<b>\$1,175,602</b>	+ 34.7%
<b>Percent of List Price Received</b>		96.1%	<b>98.0%</b>	+ 2.0%	95.9%	<b>97.5%</b>	+ 1.7%
<b>Pending Listings</b>		491	<b>1,131</b>	+ 130.3%	1,896	<b>3,187</b>	+ 68.1%
<b>Inventory of Homes for Sale</b>		3,379	<b>889</b>	- 73.7%	—	—	—
<b>Months Supply of Inventory</b>		7.5	<b>1.5</b>	- 80.0%	—	—	—

# Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Condo properties only.



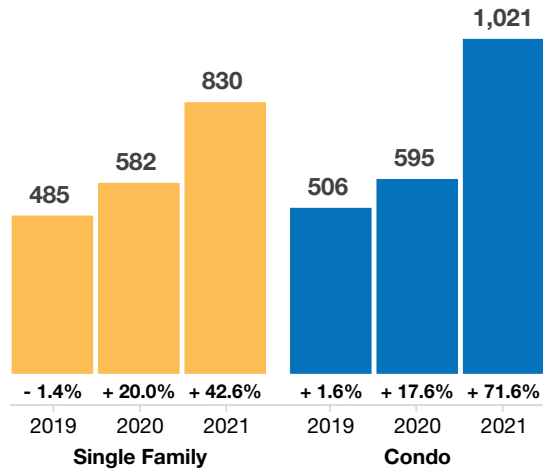
Key Metrics	Historical Sparkbars	3-2020	3-2021	% Change	YTD 2020	YTD 2021	% Change
<b>New Listings</b>		634	<b>858</b>	+ 35.3%	2,431	<b>2,451</b>	+ 0.8%
<b>Total Sales</b>		595	<b>1,021</b>	+ 71.6%	1,382	<b>2,387</b>	+ 72.7%
<b>Days on Market Until Sale</b>		96	<b>71</b>	- 26.0%	96	<b>76</b>	- 20.8%
<b>Median Closed Price</b>		\$277,715	<b>\$310,000</b>	+ 11.6%	\$279,000	<b>\$300,000</b>	+ 7.5%
<b>Average Closed Price</b>		\$515,155	<b>\$536,427</b>	+ 4.1%	\$497,804	<b>\$522,318</b>	+ 4.9%
<b>Percent of List Price Received</b>		95.6%	<b>97.2%</b>	+ 1.7%	95.4%	<b>96.8%</b>	+ 1.5%
<b>Pending Listings</b>		486	<b>1,338</b>	+ 175.3%	1,966	<b>3,791</b>	+ 92.8%
<b>Inventory of Homes for Sale</b>		3,416	<b>930</b>	- 72.8%	—	—	—
<b>Months Supply of Inventory</b>		7.6	<b>1.6</b>	- 78.9%	—	—	—

# Overall Closed Sales

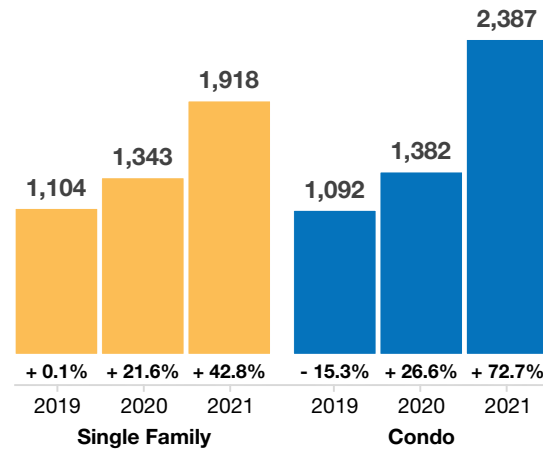
A count of the actual sales that closed in a given month.



## March

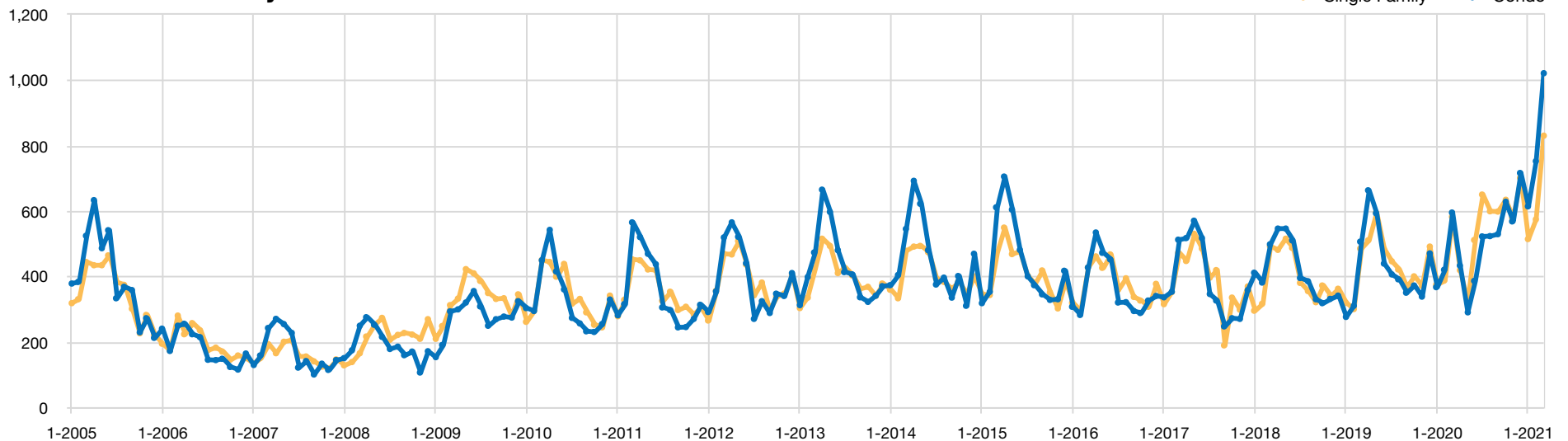


## Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2020	419	- 17.8%	433	- 34.7%
May-2020	322	- 45.9%	290	- 51.1%
Jun-2020	511	+ 5.6%	386	- 12.1%
Jul-2020	650	+ 45.7%	522	+ 28.6%
Aug-2020	599	+ 42.3%	523	+ 33.8%
Sep-2020	598	+ 62.9%	529	+ 51.1%
Oct-2020	634	+ 58.5%	628	+ 68.8%
Nov-2020	579	+ 56.1%	568	+ 68.0%
Dec-2020	701	+ 42.8%	716	+ 52.3%
Jan-2021	514	+ 37.4%	614	+ 67.3%
Feb-2021	574	+ 48.3%	752	+ 79.0%
<b>Mar-2021</b>	<b>830</b>	<b>+ 42.6%</b>	<b>1,021</b>	<b>+ 71.6%</b>
12-Month Avg	578	+ 27.9%	582	+ 29.3%

## Historical Total Sales by Month



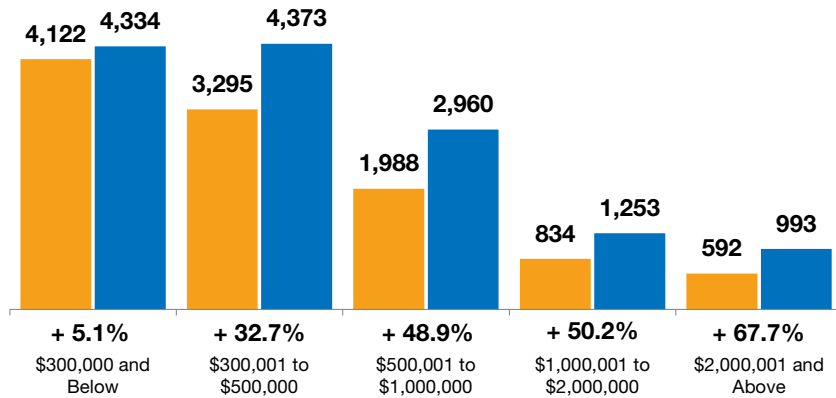
# Overall Closed Sales by Price Range

A count of the actual sales that closed in a given month. Based on a rolling 12-month total.



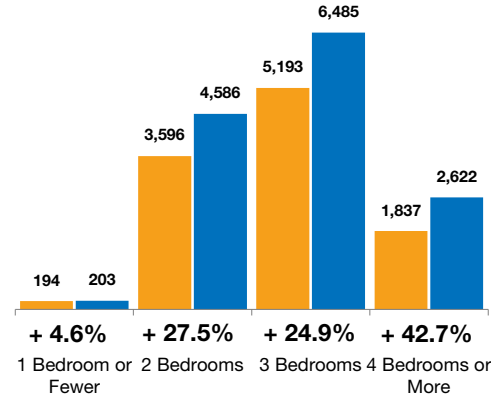
## By Price Range

3-2020 3-2021



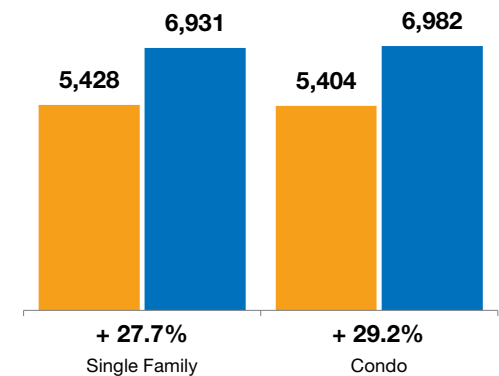
## By Bedroom Count

3-2020 3-2021



## By Property Type

3-2020 3-2021



### All Properties

#### By Price Range

	3-2020	3-2021	Change
\$300,000 and Below	4,122	4,334	+ 5.1%
\$300,001 to \$500,000	3,295	4,373	+ 32.7%
\$500,001 to \$1,000,000	1,988	2,960	+ 48.9%
\$1,000,001 to \$2,000,000	834	1,253	+ 50.2%
\$2,000,001 and Above	592	993	+ 67.7%
<b>All Price Ranges</b>	<b>10,832</b>	<b>13,913</b>	<b>+ 28.4%</b>

### Single Family

	3-2020	3-2021	Change
1 Bedroom or Fewer	1,081	833	- 22.9%
2 Bedrooms	2,093	2,547	+ 21.7%
3 Bedrooms	1,329	2,080	+ 56.5%
4 Bedrooms or More	506	767	+ 51.6%
<b>All Single Family</b>	<b>5,428</b>	<b>6,931</b>	<b>+ 27.7%</b>

### Condo

	3-2020	3-2021	Change
1 Bedroom or Fewer	3041	3501	+ 15.1%
2 Bedrooms	1202	1826	+ 51.9%
3 Bedrooms	659	880	+ 33.5%
4 Bedrooms or More	328	486	+ 48.2%
<b>All Condo</b>	<b>5,404</b>	<b>6,982</b>	<b>+ 29.2%</b>

#### By Bedroom Count

	3-2020	3-2021	Change
1 Bedroom or Fewer	194	203	+ 4.6%
2 Bedrooms	3,596	4,586	+ 27.5%
3 Bedrooms	5,193	6,485	+ 24.9%
4 Bedrooms or More	1,837	2,622	+ 42.7%
<b>All Bedroom Counts</b>	<b>10,832</b>	<b>13,913</b>	<b>+ 28.4%</b>

	3-2020	3-2021	Change
1 Bedroom or Fewer	26	22	- 15.4%
2 Bedrooms	519	623	+ 20.0%
3 Bedrooms	3,154	3,851	+ 22.1%
4 Bedrooms or More	1,728	2,431	+ 40.7%
<b>All Single Family</b>	<b>5,428</b>	<b>6,931</b>	<b>+ 27.7%</b>

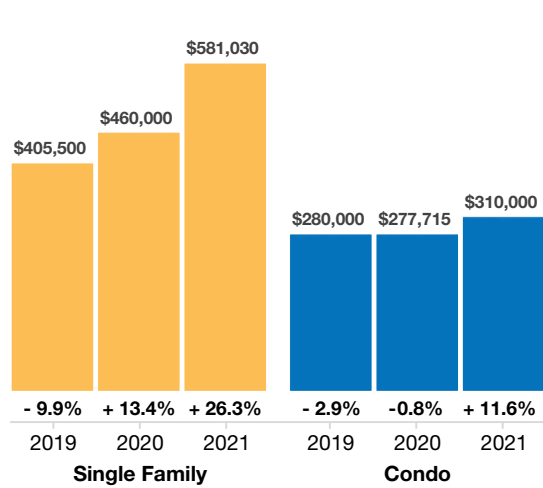
	3-2020	3-2021	Change
1 Bedroom or Fewer	168	181	+ 7.7%
2 Bedrooms	3,077	3,963	+ 28.8%
3 Bedrooms	2,039	2,634	+ 29.2%
4 Bedrooms or More	109	191	+ 75.2%
<b>All Condo</b>	<b>5,404</b>	<b>6,982</b>	<b>+ 29.2%</b>

# Overall Median Closed Price

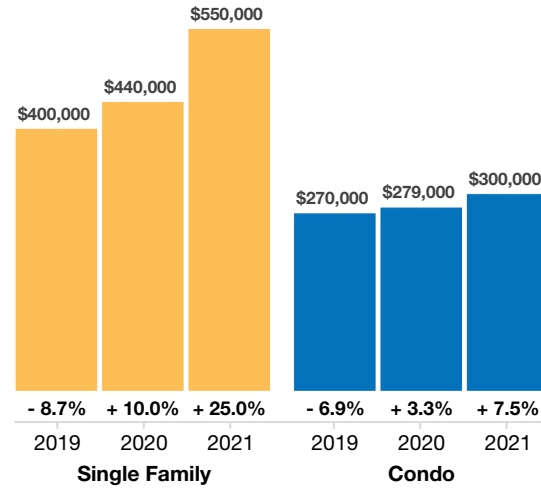
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## March



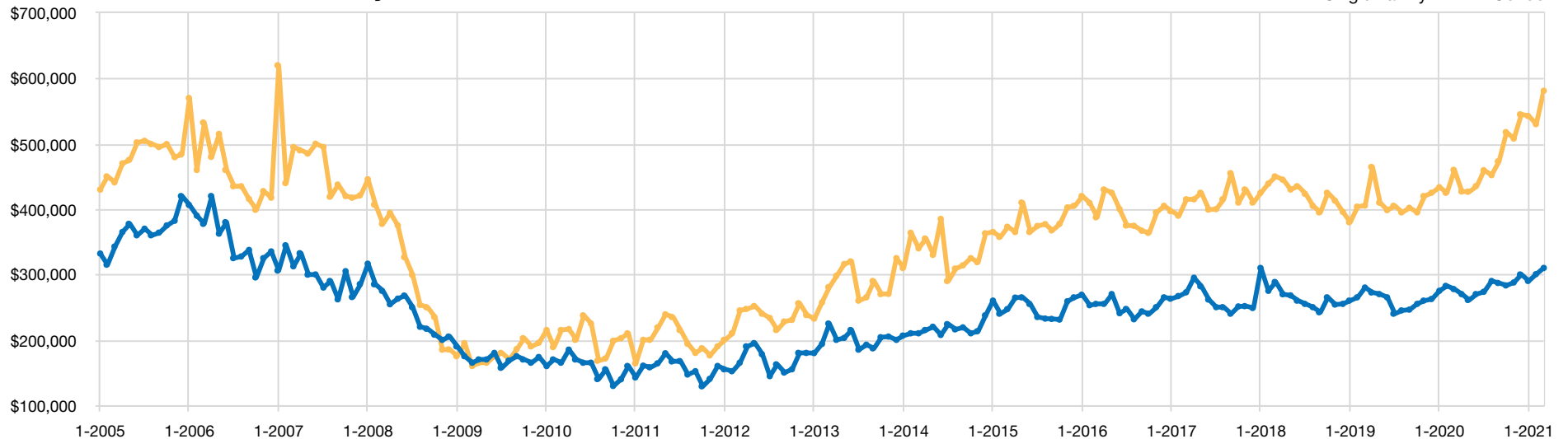
## Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2020	\$427,000	- 8.1%	\$270,000	- 0.9%
May-2020	\$426,518	+ 4.0%	\$261,000	- 3.3%
Jun-2020	\$435,000	+ 9.2%	\$270,000	+ 1.9%
Jul-2020	\$459,500	+ 13.5%	\$273,500	+ 14.0%
Aug-2020	\$452,000	+ 14.4%	\$290,000	+ 18.4%
Sep-2020	\$473,000	+ 17.7%	\$287,000	+ 16.6%
Oct-2020	\$517,750	+ 31.1%	\$283,250	+ 11.1%
Nov-2020	\$508,000	+ 21.0%	\$287,750	+ 10.7%
Dec-2020	\$545,000	+ 28.2%	\$300,000	+ 14.3%
Jan-2021	\$542,500	+ 25.1%	\$290,132	+ 5.5%
Feb-2021	\$530,000	+ 24.7%	\$300,450	+ 6.4%
<b>Mar-2021</b>	<b>\$581,030</b>	<b>+ 26.3%</b>	<b>\$310,000</b>	<b>+ 11.6%</b>
12-Month Avg*	\$490,000	+ 16.4%	\$289,698	+ 10.2%

\* Median Closed Price for all properties from April 2020 through March 2021. This is not the average of the individual figures above.

## Historical Median Closed Price by Month



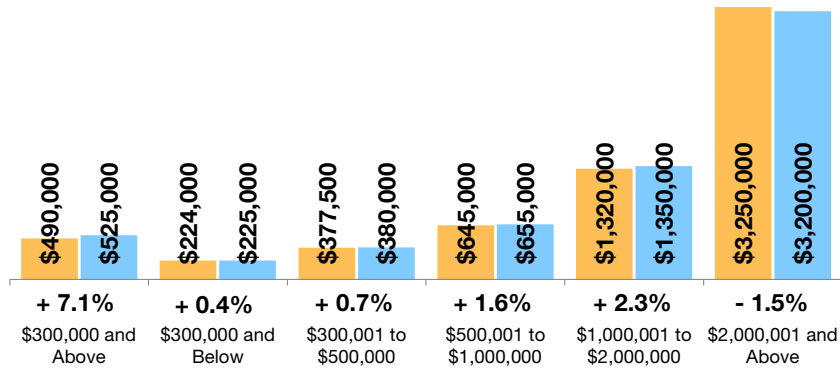
# Overall Median Closed Price by Price Range

Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.



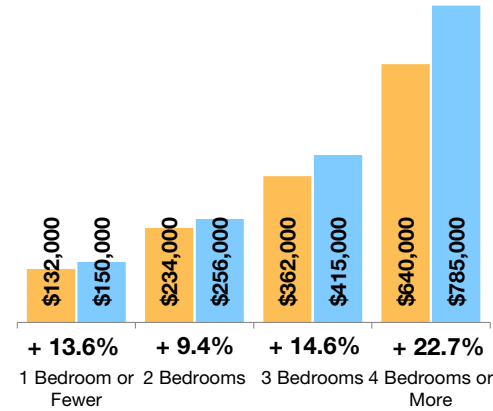
## By Price Range

3-2020 3-2021



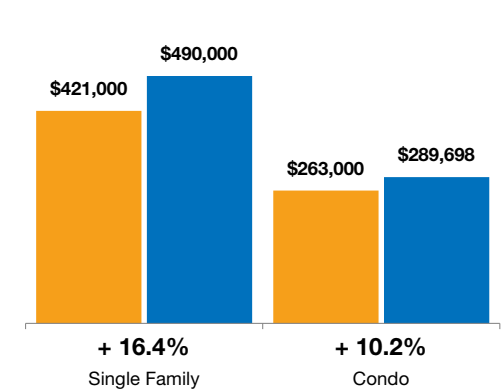
## By Bedroom Count

3-2020 3-2021



## By Property Type

3-2020 3-2021



## All Properties

### By Price Range

	3-2020	3-2021	Change
\$300,000 and Above	\$490,000	\$525,000	+ 7.1%
\$300,000 and Below	\$224,000	\$225,000	+ 0.4%
\$300,001 to \$500,000	\$377,500	\$380,000	+ 0.7%
\$500,001 to \$1,000,000	\$645,000	\$655,000	+ 1.6%
\$1,000,001 to \$2,000,000	\$1,320,000	\$1,350,000	+ 2.3%
\$2,000,001 and Above	\$3,250,000	\$3,200,000	- 1.5%
<b>All Price Ranges</b>	<b>\$335,000</b>	<b>\$385,000</b>	<b>+ 14.9%</b>

## Single Family

	3-2020	3-2021	Change
\$300,000 and Above	\$490,000	\$540,000	+ 10.2%
\$300,000 and Below	\$262,000	\$270,000	+ 3.1%
\$300,001 to \$500,000	\$385,000	\$390,000	+ 1.3%
\$500,001 to \$1,000,000	\$640,000	\$650,000	+ 1.6%
\$1,000,001 to \$2,000,000	\$1,329,750	\$1,325,000	- 0.4%
\$2,000,001 and Above	\$3,400,000	\$3,475,000	+ 2.2%
<b>All Single Family</b>	<b>\$421,000</b>	<b>\$490,000</b>	<b>+ 16.4%</b>

## Condo

	3-2020	3-2021	Change
\$300,000 and Above	\$490,000	\$480,000	- 2.0%
\$300,000 and Below	\$205,000	\$215,000	+ 4.9%
\$300,001 to \$500,000	\$360,000	\$365,000	+ 1.4%
\$500,001 to \$1,000,000	\$655,000	\$686,500	+ 4.8%
\$1,000,001 to \$2,000,000	\$1,300,000	\$1,437,500	+ 10.6%
\$2,000,001 and Above	\$2,875,000	\$2,587,500	- 10.0%
<b>All Condo</b>	<b>\$263,000</b>	<b>\$289,698</b>	<b>+ 10.2%</b>

### By Bedroom Count

	3-2020	3-2021	Change
1 Bedroom or Fewer	\$132,000	\$150,000	+ 13.6%
2 Bedrooms	\$234,000	\$256,000	+ 9.4%
3 Bedrooms	\$362,000	\$415,000	+ 14.6%
4 Bedrooms or More	\$640,000	\$785,000	+ 22.7%
<b>All Bedroom Counts</b>	<b>\$335,000</b>	<b>\$385,000</b>	<b>+ 14.9%</b>

	3-2020	3-2021	Change
1 Bedroom or Fewer	\$95,000	\$85,000	- 10.5%
2 Bedrooms	\$285,000	\$320,000	+ 12.3%
3 Bedrooms	\$383,000	\$445,000	+ 16.2%
4 Bedrooms or More	\$630,000	\$750,250	+ 19.1%
<b>All Single Family</b>	<b>\$421,000</b>	<b>\$490,000</b>	<b>+ 16.4%</b>

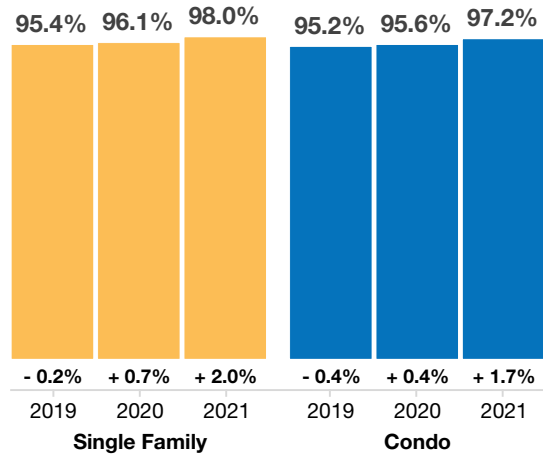


# Overall Percent of Current List Price Received

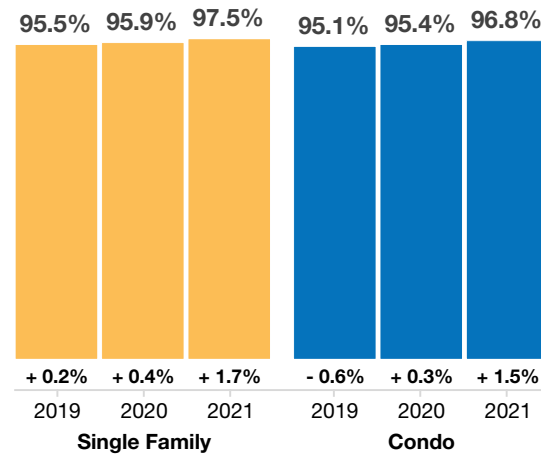
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## March



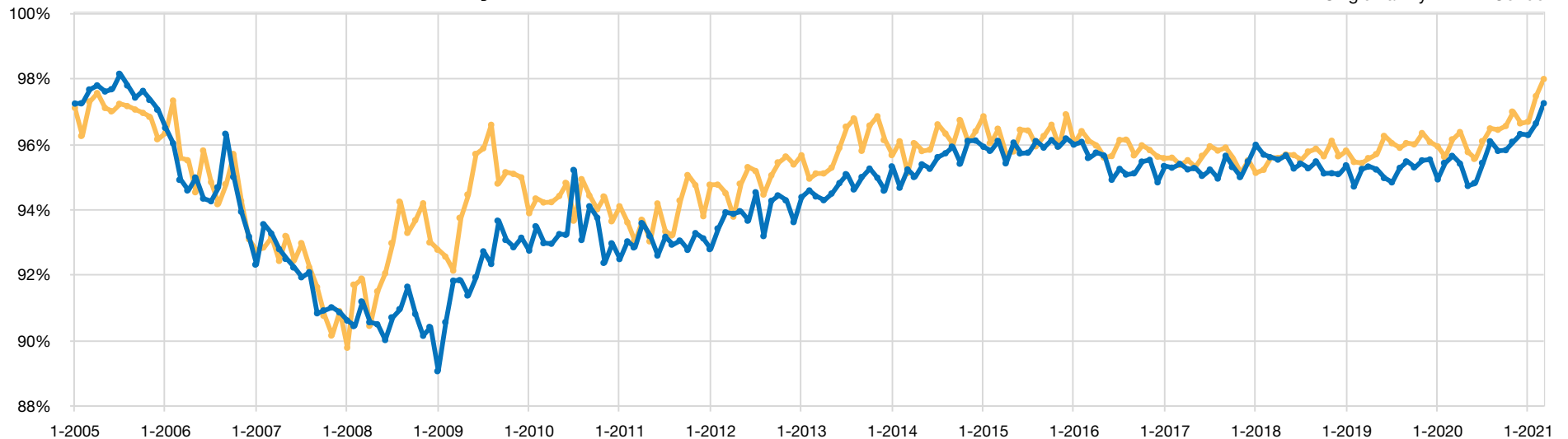
## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2020	96.4%	+ 0.8%	95.4%	+ 0.1%
May-2020	95.7%	0.0%	94.7%	- 0.5%
Jun-2020	95.5%	- 0.7%	94.8%	- 0.2%
Jul-2020	96.1%	+ 0.1%	95.4%	+ 0.6%
Aug-2020	96.5%	+ 0.6%	96.1%	+ 0.8%
Sep-2020	96.4%	+ 0.4%	95.8%	+ 0.3%
Oct-2020	96.5%	+ 0.5%	95.8%	+ 0.5%
Nov-2020	97.0%	+ 0.7%	96.1%	+ 0.6%
Dec-2020	96.6%	+ 0.5%	96.3%	+ 0.8%
Jan-2021	96.7%	+ 0.8%	96.3%	+ 1.5%
Feb-2021	97.5%	+ 2.0%	96.6%	+ 1.3%
<b>Mar-2021</b>	<b>98.0%</b>	<b>+ 2.0%</b>	<b>97.2%</b>	<b>+ 1.7%</b>
12-Month Avg*	96.7%	+ 0.7%	96.1%	+ 0.8%

\* Pct. of List Price Received for all properties from April 2020 through March 2021. This is not the average of the individual figures above.

## Historical Percent of List Price Received by Month



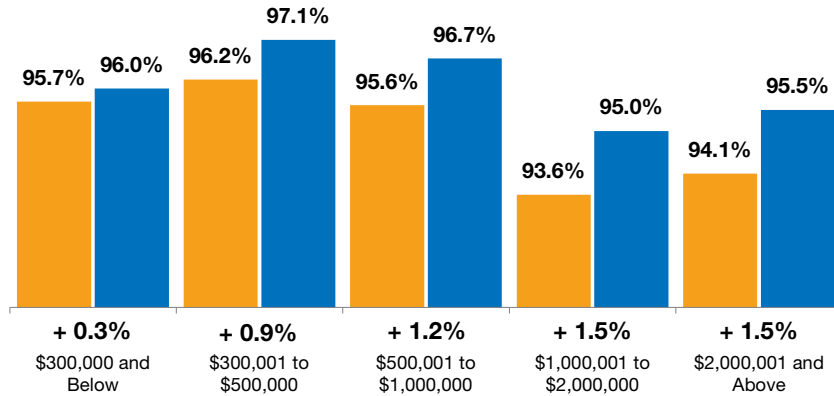
# Overall Percent of List Price Received by Price Range



Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. Based on a rolling 12-month average.

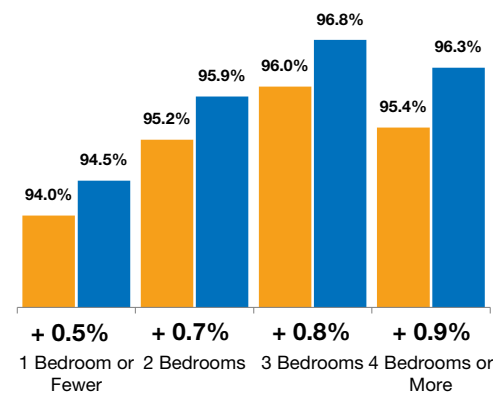
## By Price Range

3-2020 3-2021



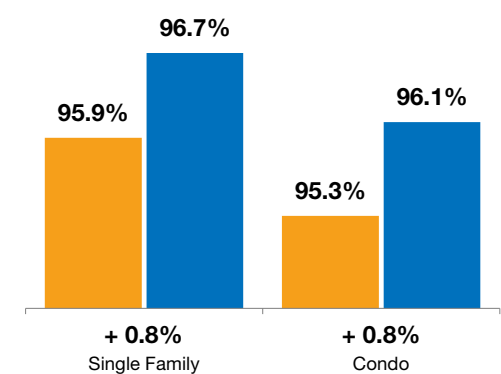
## By Bedroom Count

3-2020 3-2021



## By Property Type

3-2020 3-2021



## All Properties

By Price Range	3-2020	3-2021	Change
\$300,000 and Below	95.7%	96.0%	+ 0.3%
\$300,001 to \$500,000	96.2%	97.1%	+ 0.9%
\$500,001 to \$1,000,000	95.6%	96.7%	+ 1.2%
\$1,000,001 to \$2,000,000	93.6%	95.0%	+ 1.5%
\$2,000,001 and Above	94.1%	95.5%	+ 1.5%
<b>All Price Ranges</b>	<b>95.6%</b>	<b>96.4%</b>	<b>+ 0.8%</b>

## Single Family

3-2020	3-2021	Change	3-2020	3-2021	Change
96.7%	96.7%	0.0%	95.3%	95.8%	+ 0.5%
96.5%	97.4%	+ 0.9%	95.7%	96.6%	+ 0.9%
95.9%	96.9%	+ 1.0%	95.1%	96.1%	+ 1.1%
93.1%	94.7%	+ 1.7%	94.3%	95.6%	+ 1.4%
93.8%	95.0%	+ 1.3%	94.7%	96.9%	+ 2.3%
<b>95.9%</b>	<b>96.7%</b>	<b>+ 0.8%</b>	<b>95.3%</b>	<b>96.1%</b>	<b>+ 0.8%</b>

## Condo

By Bedroom Count	3-2020	3-2021	Change
1 Bedroom or Fewer	94.0%	94.5%	+ 0.5%
2 Bedrooms	95.2%	95.9%	+ 0.7%
3 Bedrooms	96.0%	96.8%	+ 0.8%
4 Bedrooms or More	95.4%	96.3%	+ 0.9%
<b>All Bedroom Counts</b>	<b>95.6%</b>	<b>96.4%</b>	<b>+ 0.8%</b>

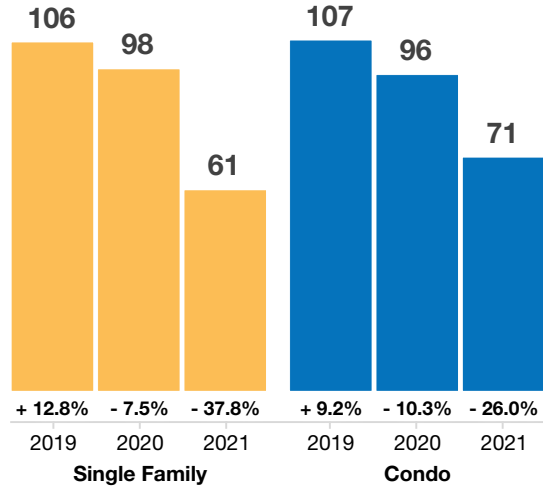
3-2020	3-2021	Change	3-2020	3-2021	Change
92.8%	92.1%	- 0.8%	94.2%	94.8%	+ 0.6%
94.8%	95.8%	+ 1.1%	95.3%	95.9%	+ 0.6%
96.5%	97.1%	+ 0.6%	95.4%	96.3%	+ 0.9%
95.4%	96.3%	+ 0.9%	95.7%	97.4%	+ 1.8%
<b>95.9%</b>	<b>96.7%</b>	<b>+ 0.8%</b>	<b>95.3%</b>	<b>96.1%</b>	<b>+ 0.8%</b>

# Overall Days on Market Until Sale

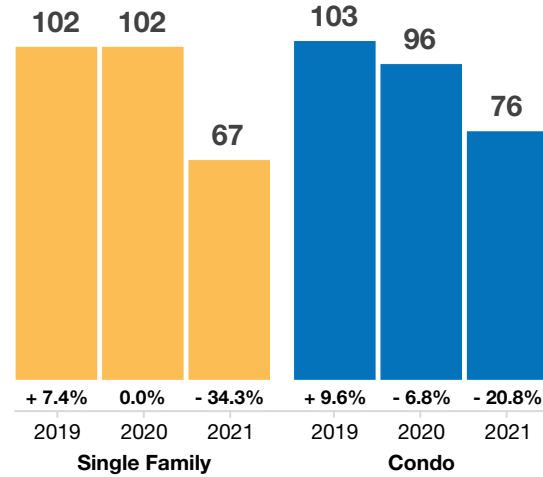
Average number of days between when a property is listed and when an offer is accepted in a given month.



## March



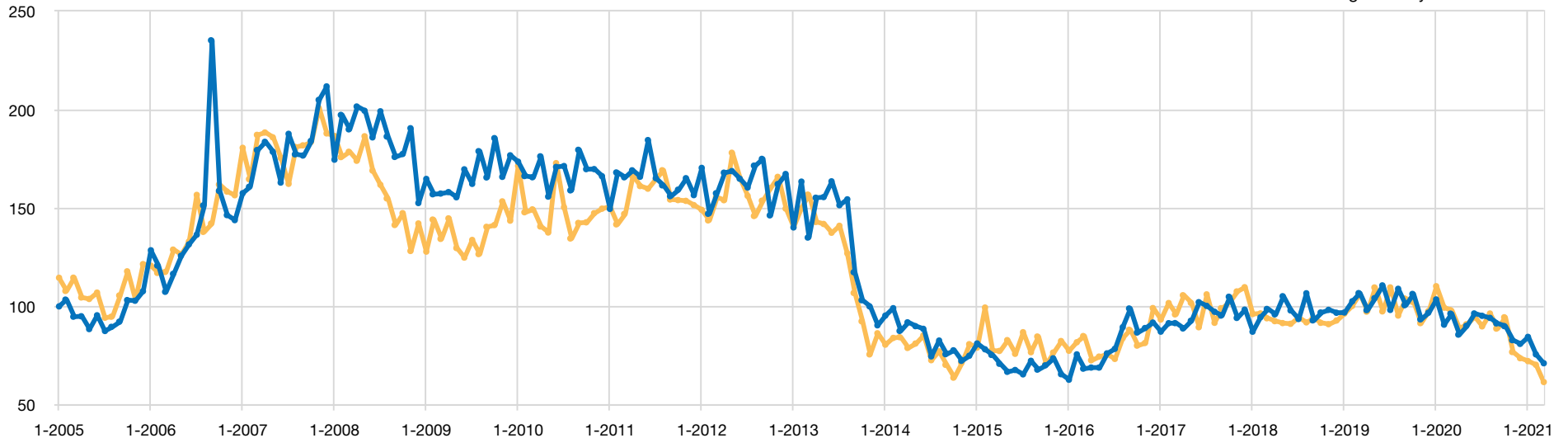
## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2020	89	- 8.2%	85	- 13.3%
May-2020	91	- 16.5%	90	- 13.5%
Jun-2020	94	- 3.1%	96	- 12.7%
Jul-2020	90	- 17.4%	95	- 3.1%
Aug-2020	96	+ 1.1%	94	- 13.8%
Sep-2020	88	- 15.4%	91	- 9.0%
Oct-2020	94	- 7.8%	90	- 15.1%
Nov-2020	77	- 15.4%	83	- 10.8%
Dec-2020	73	- 24.7%	81	- 16.5%
Jan-2021	72	- 34.5%	84	- 18.4%
Feb-2021	70	- 29.3%	75	- 16.7%
<b>Mar-2021</b>	<b>61</b>	<b>- 37.8%</b>	<b>71</b>	<b>- 26.0%</b>
12-Month Avg*	82	- 18.9%	84	- 15.9%

\* Days on Market for all properties from April 2020 through March 2021. This is not the average of the individual figures above.

## Historical Days on Market Until Sale by Month



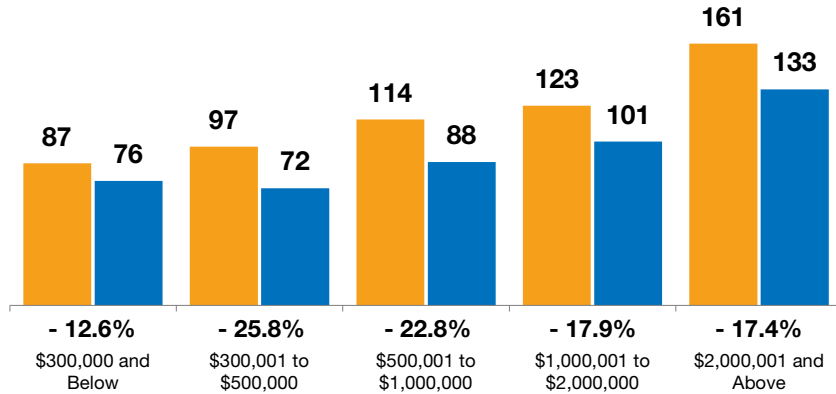
# Overall Days on Market Until Sale by Price Range

Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.



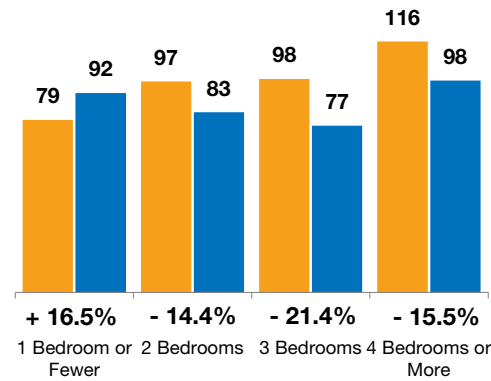
## By Price Range

3-2020 3-2021



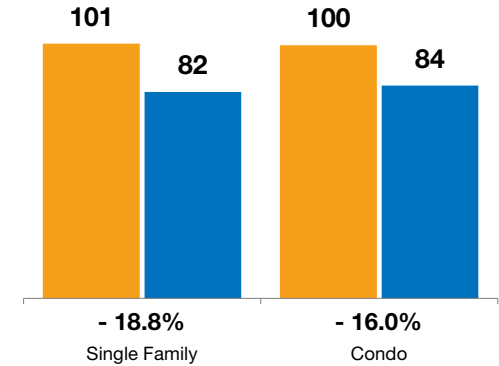
## By Bedroom Count

3-2020 3-2021



## By Property Type

3-2020 3-2021



## All Properties

### By Price Range

	3-2020	3-2021	Change
\$300,000 and Below	87	76	-12.6%
\$300,001 to \$500,000	97	72	-25.8%
\$500,001 to \$1,000,000	114	88	-22.8%
\$1,000,001 to \$2,000,000	123	101	-17.9%
\$2,000,001 and Above	161	133	-17.4%
<b>All Price Ranges</b>	<b>101</b>	<b>83</b>	<b>-17.8%</b>

## Single Family

	3-2020	3-2021	Change
1 Bedroom or Fewer	72	66	-8.3%
2 Bedrooms	95	65	-31.6%
3 Bedrooms	111	82	-26.1%
4 Bedrooms or More	122	102	-16.4%
<b>All Single Family</b>	<b>101</b>	<b>82</b>	<b>-18.8%</b>

## Condo

	3-2020	3-2021	Change
Single Family	93	79	-15.1%
2 Bedrooms	102	83	-18.6%
3 Bedrooms	120	102	-15.0%
4 Bedrooms or More	124	98	-21.0%
<b>All Condo</b>	<b>100</b>	<b>84</b>	<b>-16.0%</b>

### By Bedroom Count

	3-2020	3-2021	Change
1 Bedroom or Fewer	79	92	+16.5%
2 Bedrooms	97	83	-14.4%
3 Bedrooms	98	77	-21.4%
4 Bedrooms or More	116	98	-15.5%
<b>All Bedroom Counts</b>	<b>101</b>	<b>83</b>	<b>-17.8%</b>

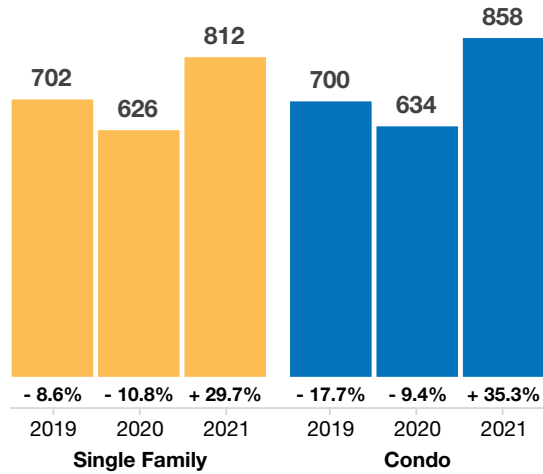
	3-2020	3-2021	Change
1 Bedroom or Fewer	117	182	+55.6%
2 Bedrooms	90	74	-17.8%
3 Bedrooms	94	72	-23.4%
4 Bedrooms or More	116	98	-15.5%
<b>All Single Family</b>	<b>101</b>	<b>82</b>	<b>-18.8%</b>

# Overall New Listings

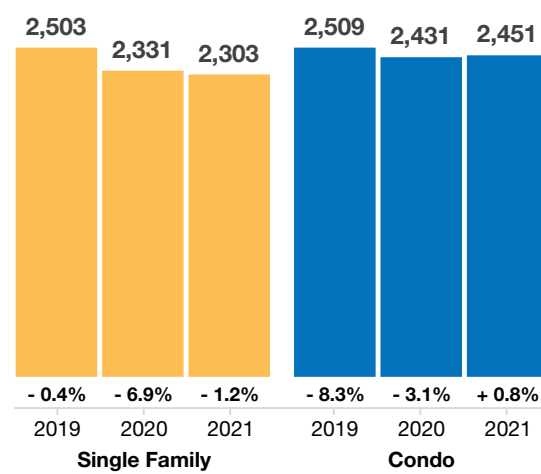
A count of the properties that have been newly listed on the market in a given month.



## March

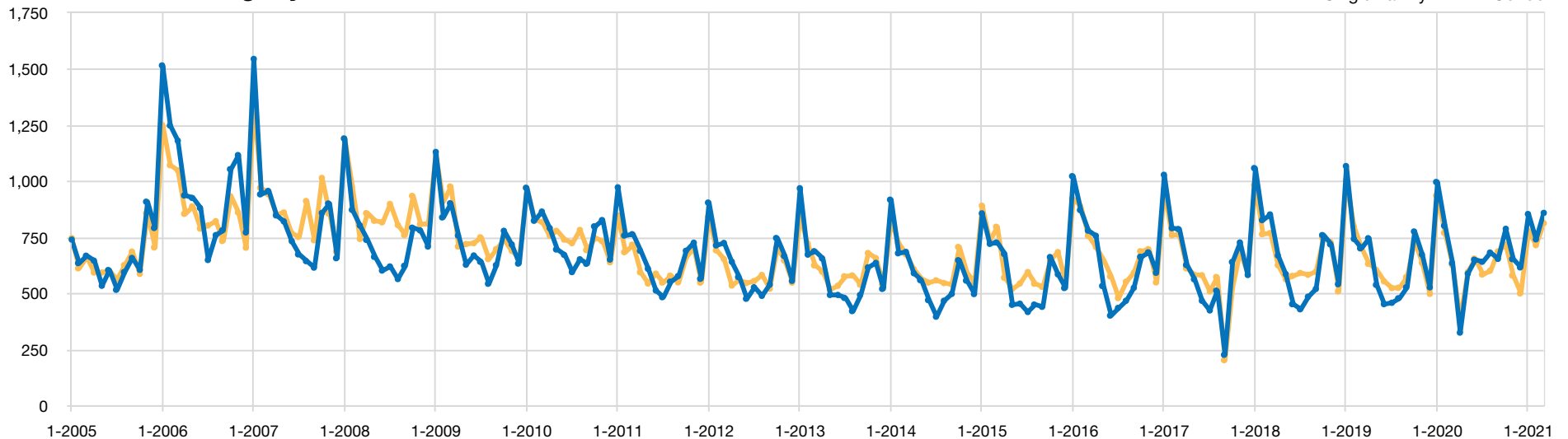


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2020	383	-39.3%	324	-56.5%
May-2020	594	-1.5%	587	+9.3%
Jun-2020	654	+18.3%	649	+43.9%
Jul-2020	583	+11.5%	640	+40.0%
Aug-2020	600	+14.5%	681	+42.8%
Sep-2020	686	+19.9%	653	+24.1%
Oct-2020	716	-2.3%	787	+1.5%
Nov-2020	579	-8.8%	652	-3.0%
Dec-2020	499	+0.4%	615	+16.9%
Jan-2021	777	-17.0%	853	-14.4%
Feb-2021	714	-7.2%	740	-7.6%
<b>Mar-2021</b>	<b>812</b>	<b>+29.7%</b>	<b>858</b>	<b>+35.3%</b>
12-Month Avg	633	-0.2%	670	+5.8%

## Historical New Listings by Month

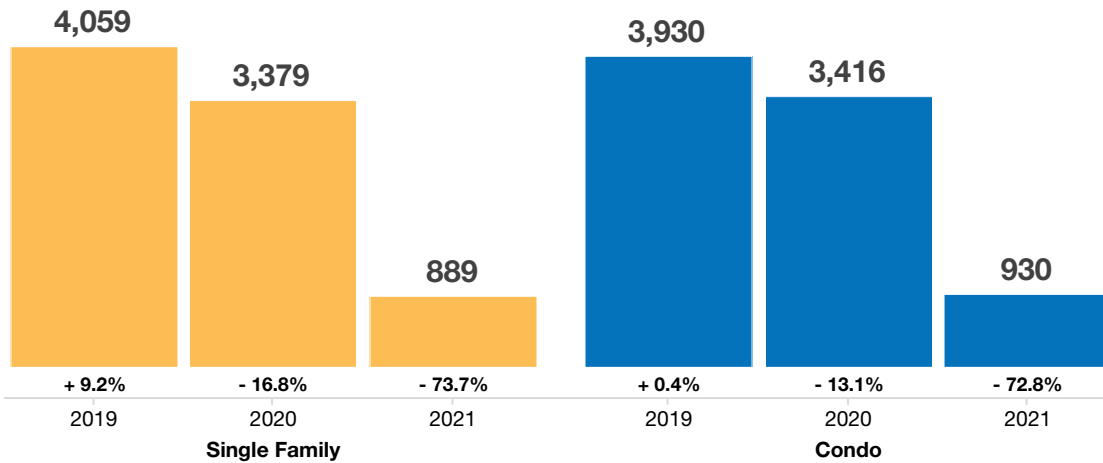


# Overall Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

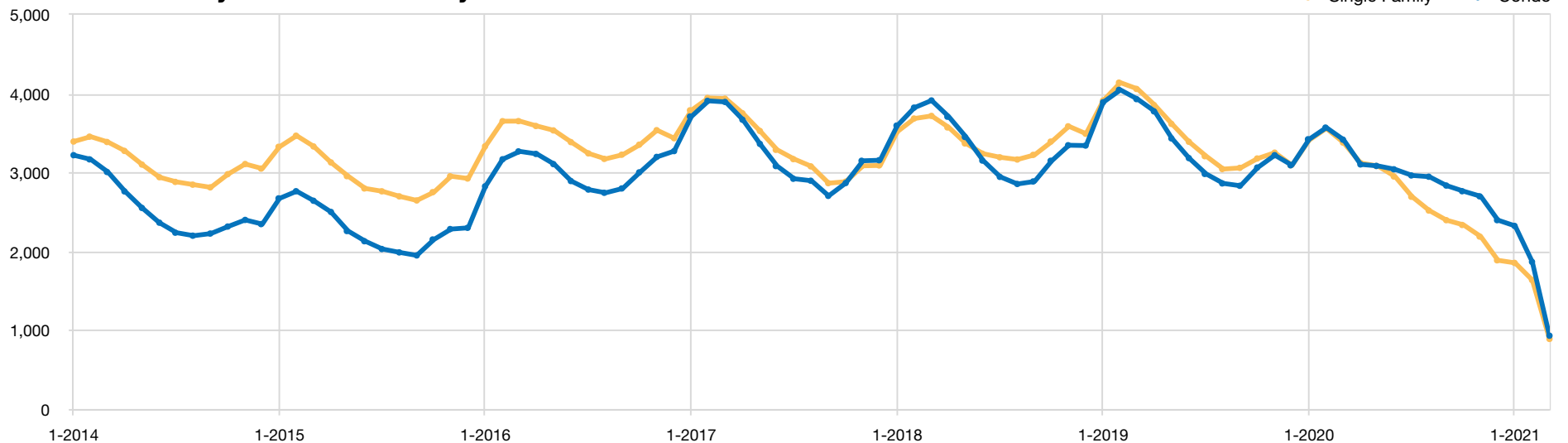


## March



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Apr-2020	3,119	- 19.1%	3,102	- 17.8%
May-2020	3,082	- 14.8%	3,083	- 10.2%
Jun-2020	2,949	- 13.0%	3,040	- 4.5%
Jul-2020	2,692	- 16.0%	2,962	- 0.6%
Aug-2020	2,517	- 17.3%	2,946	+ 3.0%
Sep-2020	2,395	- 21.7%	2,834	+ 0.1%
Oct-2020	2,334	- 26.5%	2,762	- 9.8%
Nov-2020	2,187	- 32.7%	2,697	- 16.2%
Dec-2020	1,886	- 39.0%	2,395	- 22.5%
Jan-2021	1,853	- 45.7%	2,322	- 32.1%
Feb-2021	1,636	- 54.0%	1,866	- 47.7%
<b>Mar-2021</b>	<b>889</b>	<b>- 73.7%</b>	<b>930</b>	<b>- 72.8%</b>
12-Month Avg	2,295	- 31.2%	2,578	- 20.4%

## Historical Inventory of Homes for Sale by Month



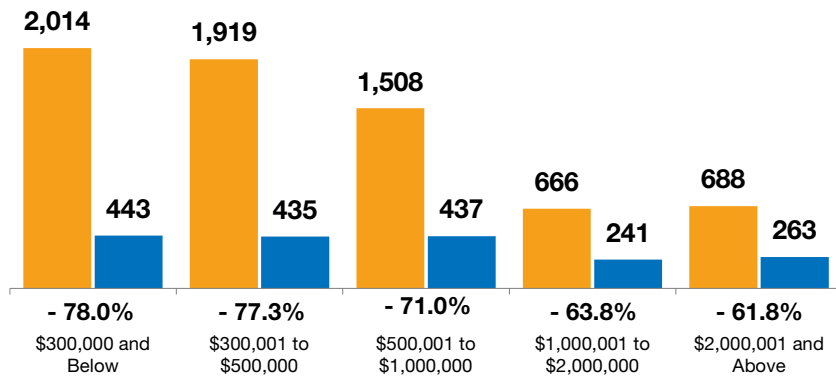
# Overall Inventory of Homes for Sale by Price Range

The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.



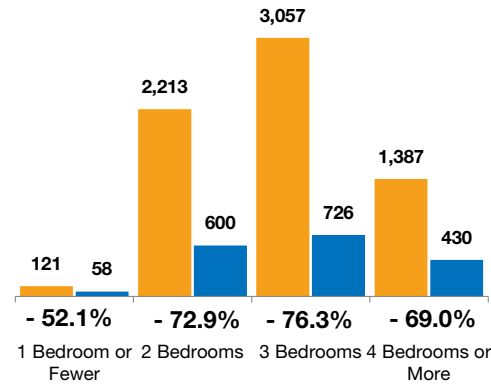
## By Price Range

3-2020 3-2021



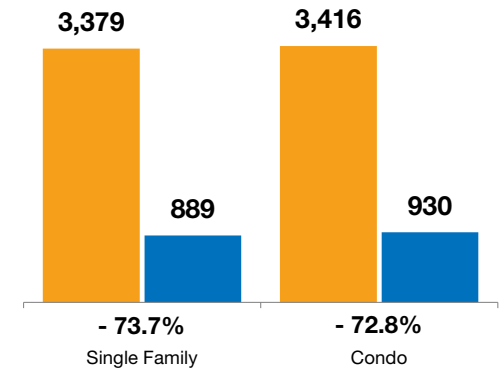
## By Bedroom Count

3-2020 3-2021



## By Property Type

3-2020 3-2021



### All Properties

By Price Range	3-2020	3-2021	Change
\$300,000 and Below	2,014	443	- 78.0%
\$300,001 to \$500,000	1,919	435	- 77.3%
\$500,001 to \$1,000,000	1,508	437	- 71.0%
\$1,000,001 to \$2,000,000	666	241	- 63.8%
\$2,000,001 and Above	688	263	- 61.8%
<b>All Price Ranges</b>	<b>6,795</b>	<b>1,819</b>	<b>- 73.2%</b>

### Single Family

3-2020	3-2021	Change	3-2020	3-2021	Change
403	80	- 80.1%	1611	363	- 77.5%
1,046	201	- 80.8%	873	234	- 73.2%
1,003	285	- 71.6%	505	152	- 69.9%
414	137	- 66.9%	252	104	- 58.7%
513	186	- 63.7%	175	77	- 56.0%
<b>3,379</b>	<b>889</b>	<b>- 73.7%</b>	<b>3,416</b>	<b>930</b>	<b>- 72.8%</b>

### Condo

By Bedroom Count	3-2020	3-2021	Change
1 Bedroom or Fewer	121	58	- 52.1%
2 Bedrooms	2,213	600	- 72.9%
3 Bedrooms	3,057	726	- 76.3%
4 Bedrooms or More	1,387	430	- 69.0%
<b>All Bedroom Counts</b>	<b>6,795</b>	<b>1,819</b>	<b>- 73.2%</b>

3-2020	3-2021	Change	3-2020	3-2021	Change
25	13	- 48.0%	96	45	- 53.1%
281	91	- 67.6%	1,932	509	- 73.7%
1,777	396	- 77.7%	1,280	927	- 27.6%
1,290	388	- 69.9%	97	42	- 56.7%
<b>3,379</b>	<b>889</b>	<b>- 73.7%</b>	<b>3,416</b>	<b>930</b>	<b>- 72.8%</b>

# Listing and Sales Summary Report

## March 2021



	Median Closed Price			Total Sales			Inventory			Average Days On Market		
	Mar-21	Mar-20	% Change	Mar-21	Mar-20	% Change	Mar-21	Mar-20	% Change	Mar-21	Mar-20	% Change
<b>Overall Naples Market*</b>	<b>\$415,000</b>	<b>\$370,000</b>	<b>+12.2%</b>	<b>1851</b>	<b>1177</b>	<b>+57.3%</b>	<b>1,819</b>	<b>6,795</b>	<b>-73.2%</b>	<b>67</b>	<b>97</b>	<b>-30.9%</b>
<b>Collier County</b>	<b>\$439,000</b>	<b>\$389,000</b>	<b>+12.9%</b>	<b>2051</b>	<b>1305</b>	<b>+57.2%</b>	<b>2,049</b>	<b>7,595</b>	<b>-73.0%</b>	<b>67</b>	<b>101</b>	<b>-33.7%</b>
Ave Maria	\$314,900	\$275,000	+14.5%	31	13	+138.5%	35	109	-67.9%	71	136	-47.8%
Central Naples	\$287,750	\$284,000	+1.3%	250	150	+66.7%	240	886	-72.9%	63	93	-32.3%
East Naples	\$395,000	\$328,000	+20.4%	391	274	+42.7%	350	1,340	-73.9%	51	88	-42.0%
Everglades City	\$250,000	\$275,000	-9.1%	1	1	0.0%	7	10	-30.0%	60	125	-52.0%
Immokalee	\$276,950	\$201,900	+37.2%	2	3	-33.3%	13	27	-51.9%	8	60	-86.7%
Immokalee / Ave Maria	\$314,900	\$258,500	+21.8%	33	16	+106.3%	48	136	-64.7%	67	122	-45.1%
Naples	\$420,000	\$375,000	+12.0%	1817	1161	+56.5%	1,773	6,664	-73.4%	67	97	-30.9%
Naples Beach	\$1,001,000	\$951,000	+5.3%	421	244	+72.5%	494	1,552	-68.2%	90	113	-20.4%
North Naples	\$472,450	\$392,500	+20.4%	446	278	+60.4%	399	1,724	-76.9%	53	96	-44.8%
South Naples	\$283,250	\$282,000	+0.4%	310	215	+44.2%	288	1,157	-75.1%	76	92	-17.4%
34102	\$1,537,500	\$1,825,000	-15.8%	140	75	+86.7%	208	528	-60.6%	111	110	+0.9%
34103	\$895,000	\$910,000	-1.6%	134	66	+103.0%	133	445	-70.1%	84	94	-10.6%
34104	\$239,000	\$220,000	+8.6%	119	65	+83.1%	81	404	-80.0%	56	93	-39.8%
34105	\$379,200	\$402,500	-5.8%	103	52	+98.1%	122	367	-66.8%	74	113	-34.5%
34108	\$885,000	\$740,000	+19.6%	147	103	+42.7%	153	579	-73.6%	77	129	-40.3%
34109	\$405,000	\$345,000	+17.4%	99	69	+43.5%	93	394	-76.4%	44	72	-38.9%
34110	\$500,000	\$410,850	+21.7%	193	98	+96.9%	156	677	-77.0%	68	114	-40.4%
34112	\$230,000	\$215,000	+7.0%	143	103	+38.8%	153	574	-73.3%	59	70	-15.7%
34113	\$325,000	\$352,500	-7.8%	167	112	+49.1%	135	583	-76.8%	91	112	-18.8%
34114	\$386,000	\$377,300	+2.3%	149	113	+31.9%	187	601	-68.9%	59	108	-45.4%
34116	\$329,500	\$283,000	+16.4%	28	33	-15.2%	37	115	-67.8%	49	60	-18.3%
34117	\$350,000	\$300,000	+16.7%	41	27	+51.9%	42	123	-65.9%	38	45	-15.6%
34119	\$484,000	\$405,000	+19.5%	154	111	+38.7%	150	652	-77.0%	40	96	-58.3%
34120	\$414,000	\$324,000	+27.8%	201	134	+50.0%	121	616	-80.4%	48	80	-40.0%
34137	--	--	--	0	0	--	0	0	--	--	--	--
34142	\$314,900	\$258,500	+21.8%	33	16	+106.3%	48	136	-64.7%	67	122	-45.1%

\* Overall Naples Market is defined as Collier County, excluding Marco Island.



# Local Market Update – March 2021

A Research Tool Provided by Naples Area Board of REALTORS®



## Naples Beach

34102, 34103, 34108

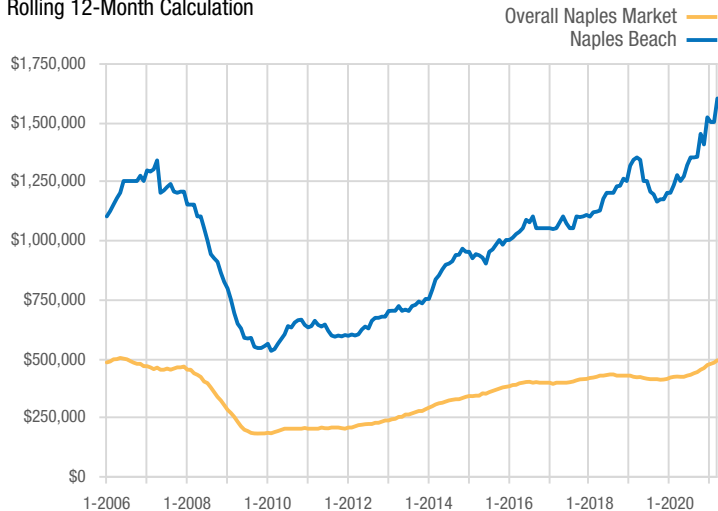
Single Family	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
<b>Key Metrics</b>						
New Listings	89	147	+ 65.2%	369	391	+ 6.0%
Total Sales	87	148	+ 70.1%	217	336	+ 54.8%
Days on Market Until Sale	118	96	- 18.6%	133	104	- 21.8%
Median Closed Price*	\$2,100,000	\$2,625,000	+ 25.0%	\$1,850,000	\$2,042,582	+ 10.4%
Average Closed Price*	\$2,721,734	\$3,607,440	+ 32.5%	\$2,491,851	\$3,376,508	+ 35.5%
Percent of List Price Received*	93.6%	98.0%	+ 4.7%	93.9%	96.9%	+ 3.2%
Inventory of Homes for Sale	625	191	- 69.4%	—	—	—
Months Supply of Inventory	9.6	2.1	- 78.1%	—	—	—

Condo	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
<b>Key Metrics</b>						
New Listings	137	236	+ 72.3%	599	614	+ 2.5%
Total Sales	157	273	+ 73.9%	347	606	+ 74.6%
Days on Market Until Sale	111	87	- 21.6%	112	92	- 17.9%
Median Closed Price*	\$740,000	\$800,000	+ 8.1%	\$700,000	\$761,200	+ 8.7%
Average Closed Price*	\$1,096,552	\$1,109,509	+ 1.2%	\$1,085,837	\$1,114,929	+ 2.7%
Percent of List Price Received*	94.5%	96.6%	+ 2.2%	94.5%	96.2%	+ 1.8%
Inventory of Homes for Sale	927	303	- 67.3%	—	—	—
Months Supply of Inventory	9.4	2.3	- 75.5%	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

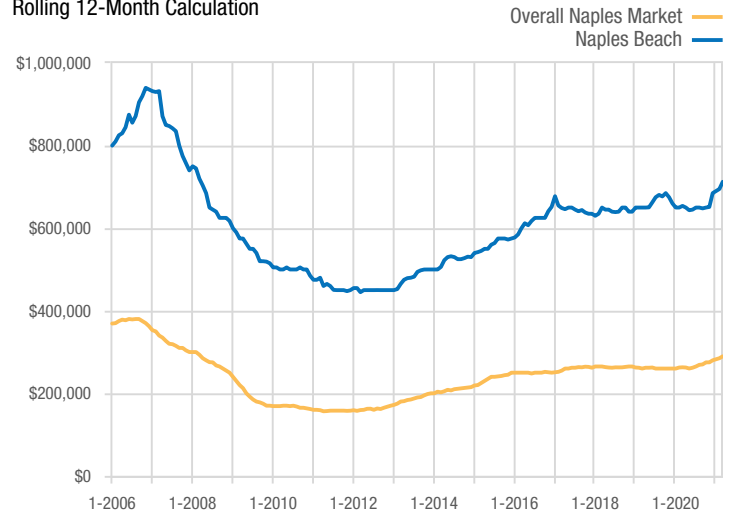
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# Local Market Update – March 2021

A Research Tool Provided by Naples Area Board of REALTORS®



## North Naples

34109, 34110, 34119

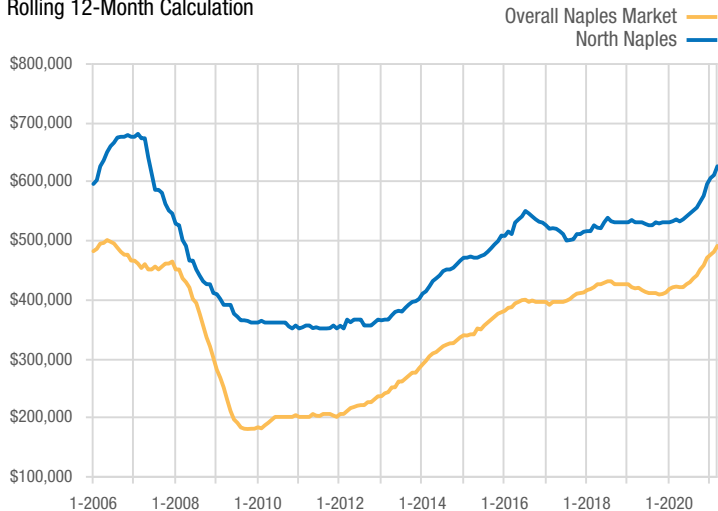
Single Family	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
<b>Key Metrics</b>						
New Listings	142	<b>224</b>	+ 57.7%	568	<b>585</b>	+ 3.0%
Total Sales	129	<b>193</b>	+ 49.6%	300	<b>447</b>	+ 49.0%
Days on Market Until Sale	102	<b>52</b>	- 49.0%	92	<b>60</b>	- 34.8%
Median Closed Price*	\$555,000	<b>\$675,000</b>	+ 21.6%	\$558,950	<b>\$699,000</b>	+ 25.1%
Average Closed Price*	\$903,603	<b>\$961,270</b>	+ 6.4%	\$826,916	<b>\$983,443</b>	+ 18.9%
Percent of List Price Received*	96.1%	<b>97.7%</b>	+ 1.7%	95.8%	<b>97.4%</b>	+ 1.7%
Inventory of Homes for Sale	854	<b>192</b>	- 77.5%	—	—	—
Months Supply of Inventory	7.6	<b>1.3</b>	- 82.9%	—	—	—

Condo	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
<b>Key Metrics</b>						
New Listings	165	<b>236</b>	+ 43.0%	634	<b>634</b>	0.0%
Total Sales	149	<b>253</b>	+ 69.8%	368	<b>609</b>	+ 65.5%
Days on Market Until Sale	91	<b>54</b>	- 40.7%	84	<b>67</b>	- 20.2%
Median Closed Price*	\$268,000	<b>\$303,870</b>	+ 13.4%	\$270,000	<b>\$298,800</b>	+ 10.7%
Average Closed Price*	\$393,754	<b>\$445,441</b>	+ 13.1%	\$387,175	<b>\$421,754</b>	+ 8.9%
Percent of List Price Received*	96.0%	<b>98.1%</b>	+ 2.2%	95.9%	<b>97.3%</b>	+ 1.5%
Inventory of Homes for Sale	870	<b>207</b>	- 76.2%	—	—	—
Months Supply of Inventory	7.0	<b>1.3</b>	- 81.4%	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

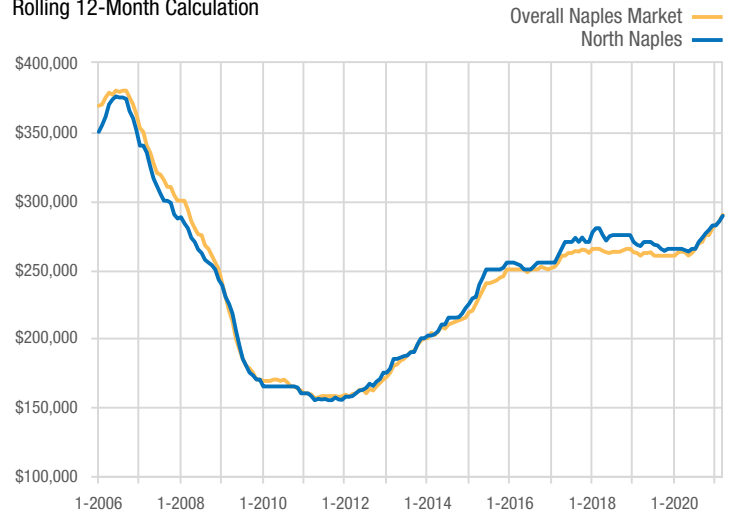
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

# Local Market Update – March 2021

A Research Tool Provided by Naples Area Board of REALTORS®



## Central Naples

34104, 34105, 34116

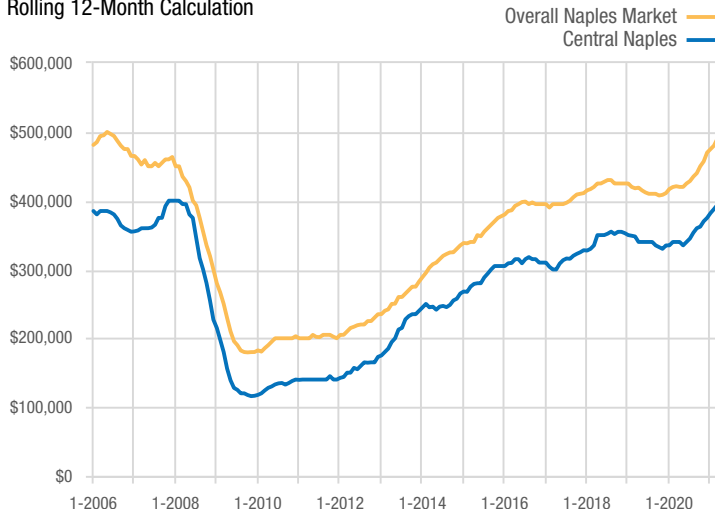
Single Family	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
<b>Key Metrics</b>						
New Listings	65	<b>92</b>	+ 41.5%	302	<b>281</b>	- 7.0%
Total Sales	79	<b>95</b>	+ 20.3%	190	<b>229</b>	+ 20.5%
Days on Market Until Sale	102	<b>45</b>	- 55.9%	101	<b>54</b>	- 46.5%
Median Closed Price*	\$360,000	<b>\$449,000</b>	+ 24.7%	\$355,000	<b>\$436,000</b>	+ 22.8%
Average Closed Price*	\$651,370	<b>\$901,807</b>	+ 38.4%	\$558,404	<b>\$848,444</b>	+ 51.9%
Percent of List Price Received*	96.1%	<b>98.1%</b>	+ 2.1%	95.9%	<b>97.7%</b>	+ 1.9%
Inventory of Homes for Sale	413	<b>102</b>	- 75.3%	—	—	—
Months Supply of Inventory	6.6	<b>1.5</b>	- 77.3%	—	—	—

Condo	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
<b>Key Metrics</b>						
New Listings	98	<b>120</b>	+ 22.4%	363	<b>390</b>	+ 7.4%
Total Sales	71	<b>155</b>	+ 118.3%	195	<b>351</b>	+ 80.0%
Days on Market Until Sale	82	<b>74</b>	- 9.8%	81	<b>70</b>	- 13.6%
Median Closed Price*	\$198,000	<b>\$207,000</b>	+ 4.5%	\$195,000	<b>\$210,000</b>	+ 7.7%
Average Closed Price*	\$232,171	<b>\$239,940</b>	+ 3.3%	\$220,308	<b>\$243,708</b>	+ 10.6%
Percent of List Price Received*	95.9%	<b>96.9%</b>	+ 1.0%	95.4%	<b>96.5%</b>	+ 1.2%
Inventory of Homes for Sale	473	<b>138</b>	- 70.8%	—	—	—
Months Supply of Inventory	6.9	<b>1.7</b>	- 75.4%	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

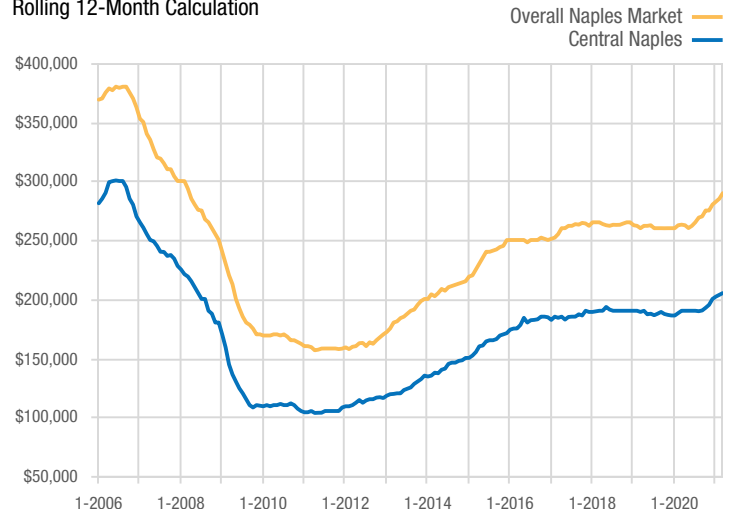
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – March 2021

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## South Naples

34112, 34113

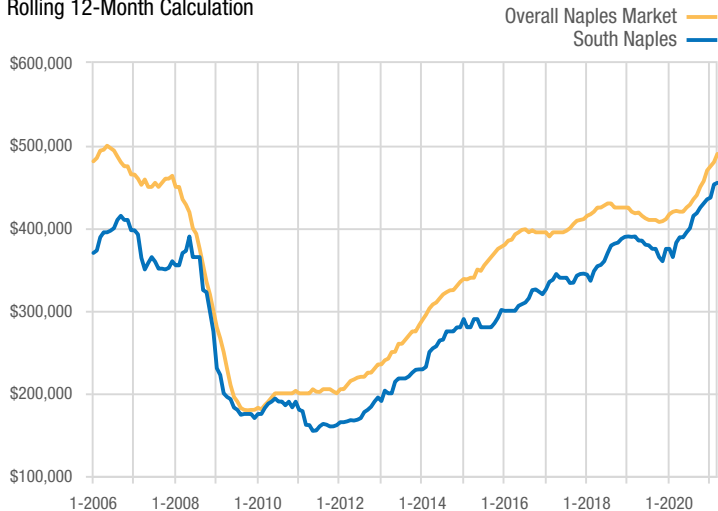
Single Family	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
<b>Key Metrics</b>						
New Listings	90	119	+ 32.2%	334	314	- 6.0%
Total Sales	76	99	+ 30.3%	160	245	+ 53.1%
Days on Market Until Sale	93	68	- 26.9%	106	74	- 30.2%
Median Closed Price*	\$475,000	<b>\$540,000</b>	+ 13.7%	\$425,000	<b>\$499,900</b>	+ 17.6%
Average Closed Price*	\$608,155	<b>\$608,244</b>	+ 0.0%	\$532,748	<b>\$630,864</b>	+ 18.4%
Percent of List Price Received*	95.7%	<b>97.5%</b>	+ 1.9%	95.7%	<b>97.1%</b>	+ 1.5%
Inventory of Homes for Sale	451	121	- 73.2%	—	—	—
Months Supply of Inventory	8.6	1.8	- 79.1%	—	—	—

Condo	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
<b>Key Metrics</b>						
New Listings	141	169	+ 19.9%	527	516	- 2.1%
Total Sales	139	211	+ 51.8%	302	524	+ 73.5%
Days on Market Until Sale	91	80	- 12.1%	100	80	- 20.0%
Median Closed Price*	\$225,000	<b>\$250,000</b>	+ 11.1%	\$224,000	<b>\$243,000</b>	+ 8.5%
Average Closed Price*	\$267,248	<b>\$260,345</b>	- 2.6%	\$257,885	<b>\$262,978</b>	+ 2.0%
Percent of List Price Received*	95.9%	<b>97.0%</b>	+ 1.1%	95.5%	<b>96.6%</b>	+ 1.2%
Inventory of Homes for Sale	706	167	- 76.3%	—	—	—
Months Supply of Inventory	7.0	1.3	- 81.4%	—	—	—

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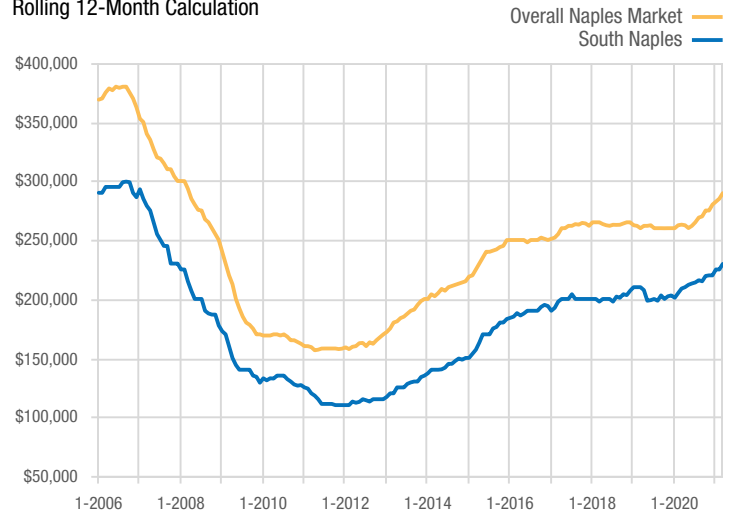
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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## East Naples

34114, 34117, 34120, 34137

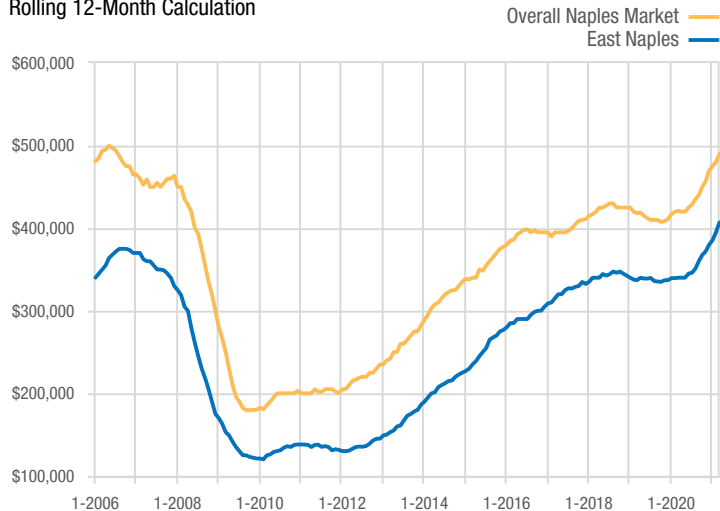
Single Family	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
<b>Key Metrics</b>						
New Listings	219	<b>206</b>	- 5.9%	693	<b>657</b>	- 5.2%
Total Sales	199	<b>267</b>	+ 34.2%	435	<b>600</b>	+ 37.9%
Days on Market Until Sale	84	<b>51</b>	- 39.3%	93	<b>53</b>	- 43.0%
Median Closed Price*	\$360,000	<b>\$469,000</b>	+ 30.3%	\$345,500	<b>\$457,650</b>	+ 32.5%
Average Closed Price*	\$418,525	<b>\$539,125</b>	+ 28.8%	\$413,516	<b>\$520,153</b>	+ 25.8%
Percent of List Price Received*	97.3%	<b>98.3%</b>	+ 1.0%	97.0%	<b>97.9%</b>	+ 0.9%
Inventory of Homes for Sale	917	<b>246</b>	- 73.2%	—	—	—
Months Supply of Inventory	6.3	<b>1.3</b>	- 79.4%	—	—	—

Condo	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
<b>Key Metrics</b>						
New Listings	92	<b>95</b>	+ 3.3%	299	<b>288</b>	- 3.7%
Total Sales	75	<b>124</b>	+ 65.3%	166	<b>286</b>	+ 72.3%
Days on Market Until Sale	100	<b>52</b>	- 48.0%	102	<b>58</b>	- 43.1%
Median Closed Price*	\$270,000	<b>\$325,000</b>	+ 20.4%	\$268,885	<b>\$315,015</b>	+ 17.2%
Average Closed Price*	\$280,428	<b>\$313,516</b>	+ 11.8%	\$279,008	<b>\$309,998</b>	+ 11.1%
Percent of List Price Received*	96.3%	<b>97.8%</b>	+ 1.6%	95.8%	<b>97.6%</b>	+ 1.9%
Inventory of Homes for Sale	423	<b>104</b>	- 75.4%	—	—	—
Months Supply of Inventory	7.6	<b>1.4</b>	- 81.6%	—	—	—

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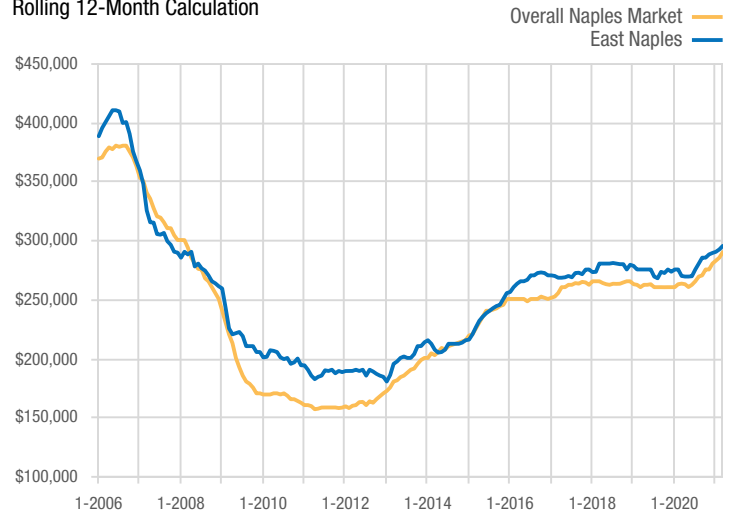
### Median Closed Price - Single Family

Rolling 12-Month Calculation



### Median Closed Price - Condo

Rolling 12-Month Calculation



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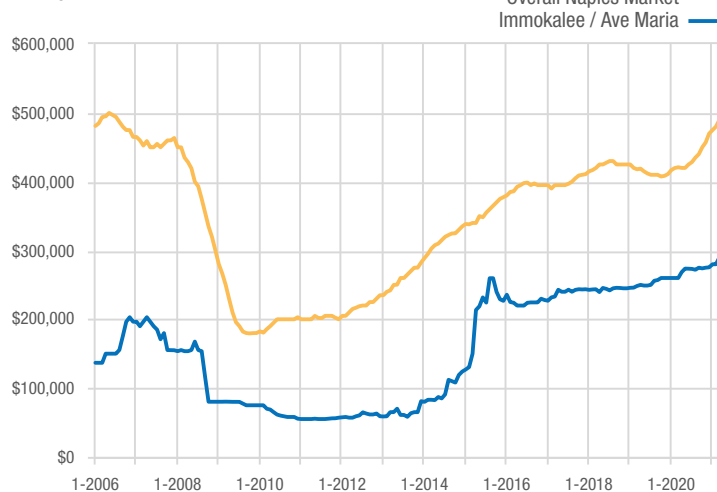
## Immokalee / Ave Maria

Single Family	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
<b>Key Metrics</b>						
New Listings	21	24	+ 14.3%	65	75	+ 15.4%
Total Sales	12	28	+ 133.3%	41	61	+ 48.8%
Days on Market Until Sale	136	70	- 48.5%	88	67	- 23.9%
Median Closed Price*	\$248,000	<b>\$331,900</b>	+ 33.8%	\$255,000	<b>\$309,000</b>	+ 21.2%
Average Closed Price*	\$297,899	<b>\$359,681</b>	+ 20.7%	\$276,887	<b>\$323,813</b>	+ 16.9%
Percent of List Price Received*	97.7%	<b>97.9%</b>	+ 0.2%	97.6%	<b>97.6%</b>	0.0%
Inventory of Homes for Sale	119	37	- 68.9%	—	—	—
Months Supply of Inventory	8.4	2.1	- 75.0%	—	—	—

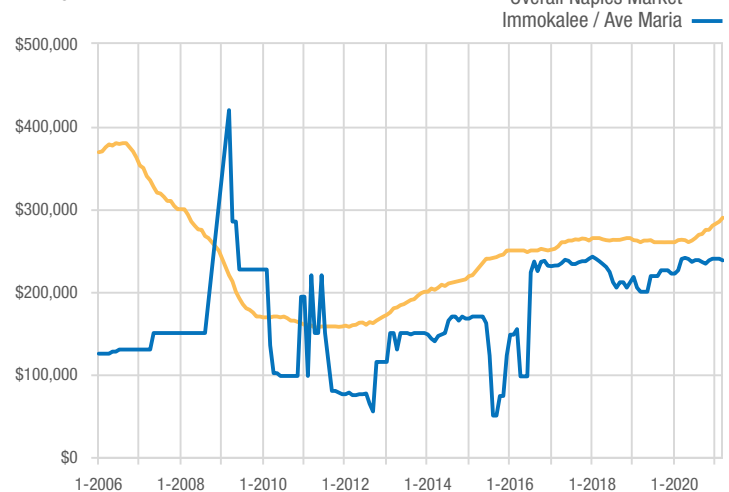
Condo	March			Year to Date		
	2020	2021	% Change	Thru 3-2020	Thru 3-2021	% Change
<b>Key Metrics</b>						
New Listings	1	2	+ 100.0%	9	9	0.0%
Total Sales	4	5	+ 25.0%	4	11	+ 175.0%
Days on Market Until Sale	80	52	- 35.0%	80	74	- 7.5%
Median Closed Price*	\$270,500	<b>\$193,000</b>	- 28.7%	\$270,500	<b>\$193,000</b>	- 28.7%
Average Closed Price*	\$256,429	<b>\$220,000</b>	- 14.2%	\$256,429	<b>\$206,895</b>	- 19.3%
Percent of List Price Received*	99.1%	<b>95.2%</b>	- 3.9%	99.1%	<b>96.1%</b>	- 3.0%
Inventory of Homes for Sale	17	11	- 35.3%	—	—	—
Months Supply of Inventory	7.7	3.8	- 50.6%	—	—	—

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### Median Closed Price - Single Family



### Median Closed Price - Condo



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